

Message Text

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51

ACTION NEA-05

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /013 W

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R 221223Z APR 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 9349

AMEMBASSY BEIRUT

UNCLAS KUWAIT 1554

BEIRUT FOR DWOR

E.O. 11652: N/A

TAGS: BMPE, ETRD: KU

SUBJ: FMC BID FOR KUWAIT AIRPORT CARGO HANDLING FACILITY

REF: KUWAIT 1381

1. COMM'L ASST. HAS LEARNED FROM INDIVIDUAL CLOSE TO SUBJECT PROJECT, WEST GERMAN FIRM, WILHELM NOLDA, HAS OFFICIALLY SUBMITTED AN OFFER TO THE MINISTRY OF PUBLIC WORKS FOR CONSTRUCTION AND EQUIPPING OF A NEW CARGO-HANDLING FACILITY AT KUWAIT AIRPORT. FMC MATERIAL HANDLING SYSTEMS DIVISION HAD BID KD 2.8 MILLION (KD 1 EQUALS \$3.38) WHICH WAS SUBSTANTIALLY LOWER THAN A JAPANESE FIRM WHICH WAS THE ONLY OTHER QUALIFIED COMPETITOR. HOWEVER, MPW HAS NEVER SEEMED ENTHUSIASTIC ABOUT PRICE FMC OFFERED, AND IT NOW APPEARS NOLDE HAS COME IN WITH A BID, PERHAPS, KD 800,000 LOWER THAN FMC.

2. UNDER KUWAIT LAW WE DO NOT RPT NOT BELIEVE IT POSSIBLE FOR MPW TO ACCEPT NOLDE'S OFFER WITHOUT FIRST CANCELLING ENTIRE TENDER, BUT THIS NOTHING MORE THAN A FORMALITY IF MPW OFFICIALS DECIDE THEY PREFER NOLDE'S OFFER. IT IS KNOWN MPW UNDER PRESSURE FROM NATIONAL ASSEMBLY TO KEEP COST OF PROJECT DOWN AND WE BELIEVE FMC WILL HAVE TO BE ABLE TO AT ONE POINT SUBSTANTIALLY REDUCE THEIR OFFER IF THEY WISH TO WIN THIS CONTRACT. WE HAVE CONTACTED FMC'S AGENT FOR THIS PROJECT, AND ALTHOUGH HE AWARE SOME OF THIS INFORMATION, HE CONTINUES TO REMAIN OPTIMISTIC

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ABOUT THEIR CHANCES. WE DO NOT RPT NOT ENTIRELY AGREE WITH HIS

ASSESSMENT AND BELIEVE FMC SHOULD BE APPRISED OF SITUATION.

3. REQUEST COMMERCE PASS THIS INFO TO FMC'S WILLIAM PAVLAK
(TEL: 215-8220581). WE ASK HE NOT RPT NOT CONTACT AGENT WITH
THIS INFO AS THIS WILL CAUSE EMBARRASSMENT FOR EMBASSY. IF
HE HAS ANY FURTHER QUESTIONS, HE CAN PASS THEM THRU COMMERCE
OR DIRECTLY TELEPHONE ECON/COMMERCIAL OFFICER THEODORE
H. KATTOUF.
STOLTZFUS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CARGO HANDLING, AIRPORTS, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Draft Date: 22 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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